

UNIVERSITY MEDICAL CENTER OF SOUTHERN NEVADA  
RFP No. 2013-15  
Blood Services  
October 1, 2013

**ADDENDUM NO. 1**

**Questions / Answers**

A. Question and Answers

1. a. Is it the intention of UMC to award a sole-source bid for blood service?  
**A: This will be determined upon the evaluations of the proposals. UMC may elect to have multiple suppliers if it is in their best interest.**  
  
b. In the context of either a sole-source or multi-source award, how does UMC define the terms Preferred, Contractual and Supplemental heading the pricing columns in Exhibit B in order for United Blood Services to match pricing to the service awards under consideration?  
**A: Preferred would be the lowest price. Contractual would be the contract price and Supplemental would be any price not stated in the contract.**
2. In questions 18.B.13., 21. and 22., please clarify at what organizational level bidders should declare information about their regulatory status. Is UMC looking to understand the status of regulatory compliance of the United Blood Services organization as a whole, or just the location serving Las Vegas?  
**A: Both**
3. In Evaluation Criteria question 18.B.14., is UMC looking for any product dating guarantees different from those products mentioned in questions 18.B.5. and 18.B.6.? If yes, please describe the product dating guarantees desired.  
**A: If willing to provide better dates than asked for, then we would like to know what they are willing to provide.**
4. Question 18.B.15. asks about penalties for *usage thresholds*. Please clarify whether *usage thresholds* refer to minimum purchase volume requirements, to limitations on products by ABO/Rh as a percentage of total product volume or to something different.  
**A: This refers to minimum purchase volume requirements, Limitation of ABO/Rh percentage of total volume and if we ask for special antigen negative products on patients with warm auto's that are not exhibiting antibodies.**
5. a. United Blood Services in Las Vegas is part of a national network of blood centers in which certain recruitment, collections, manufacturing, testing and/or distribution functions are performed centrally. Is the intent of question 18.B.16. to ask whether each bidder processes locally the blood it provides locally?  
**A: Yes**  
  
b. Similarly, is the intent of question 18.B.17. to ask whether each bidder collects locally the blood it provides locally?

A: Yes

6. Please provide more information about UMC's need for liquid plasma or concerns about using liquid plasma. It is unclear from question 18.B.38. whether UMC is requesting whether United Blood Services is licensed to manufacture and distribute liquid plasma or to state a medical position on administration of liquid plasma.

A: We ask that you state your medical position on administration of liquid plasma. Is this something that you will be implementing in the future and asking your hospitals to use this product?

7. In question 18.B.41., please clarify whether bidders are to declare any shortages for the Las Vegas area specifically or to declare shortages in other geographic regions across the United States.

A. Las Vegas and Primary sources outside the Las Vegas area.

8. Will proposals in their entirety be posted publicly? If so, where? We are concerned about pricing staying confidential.

A: Proposals will not be posted publicly. Contracts to include pricing will be made public upon award.

9. Please provide current usage volumes for:

- a. Core blood products: RBCs, Leukoreduced, Single-Donor Platelets, Frozen Plasma, Cryo (singles and pools).

A: \_RBC – 12,244

SDP – 2323

Plasma – 4107

Double Volume Plasma – 580

Cryo Poor Plasma - 410

Cryo – 26

Pooled Cryo – 723

- b. Specialty products: pedi-pack plasma, washed red blood cells, other

A: Pedi Plasma – 6

Washed RBC – 44

HLA SDP - 2

- c. Ancillary services and attributes such as cmv negative, quad-bag docking service, etc.

A: \_CMV Negative – 1052

Sickle Cell Negative - 440

- d. Immunohematology reference lab testing services

A: 3,160 – These are the number of sendout tests for blood bank from June 2012 – Sept 15, 2013. Multiple tests could be performed per patient.

- e. Therapeutic apheresis services

A: \_195

- f. Stem cell harvest

A: None

- g. Stem cell processing and storage

A: None

The numbers provide above are collected from June 2012-May 2013

### ***Changes***

There are no changes to this RFP. RFP responses are still due on October 10, 2013 at 2:00:00PM.

### ***Issue by***

Should you have any questions, please contact me at (702) 207-8846 or via email at [robert.maher@umcsn.com](mailto:robert.maher@umcsn.com).

Issued by:

Rob Maher  
Sr. Contract Management Analyst  
UMC

### ***Acknowledgement***

***\*\*All Proposals submitted shall include a signed copy of this addendum acknowledging receipt and understanding. Addendums shall not count towards the page limitation.***

Signature: \_\_\_\_\_

Title: \_\_\_\_\_

Company Name: \_\_\_\_\_

Date Received: \_\_\_\_\_